

MINUTES FOR THE ABMA INDUSTRY STATE OF THE INDUSTRY PART 2 MEETING at the Antigua Yacht Club October, 3rd 2017 5:00pm

1. Introductory Remarks – Franklyn welcomed everyone to the meeting and passed the proceedings to Alison who gave a brief overview on the order of the meeting:
 - a. New Salty Dawg Rally
 - b. Report on the Monaco Yacht Show
 - c. Update on ABSAR and the rescue efforts
 - d. PR efforts
 - e. Any other Business

2. Salty Dawg Rally – Janie reported that the Salty Dawg Rally which normally heads to the BVI will be coming to Antigua this year due to the passing of the hurricanes. The boats will be leaving Hampton Virginia on November 2nd. She said that she is expecting about 70 cruising boats (average about 48 ft. in length) which will take between 8 to 12 days. A discount has been arranged for dockage. A welcome package is being organized as well. Nesie at the AYC is the contact and a happy hour will be run every evening at the AYC. She said that there will also be welcome cocktail organized for everyone to meet the craftsmen - sail makers etc. Their families will join them here in Antigua. It was noted that they would like to get involved in the classic regatta prior to doing the return rally back North at the end of the season. Alison asked whether considering can be given to the rally leaving after Antigua Sailing Week. The Salty Dawg Organisation will be going to the Annapolis show to promote the rally.

Alison reported that there is also a new rally out of Guadeloupe happening at the end of the year.

3. Sarah Sebastian said that she works with the Charter Yacht and Mediterranean Yacht Brokers Associations both of whom have put in place hurricane relief programmes. Her team has been sending promotions to all the client database letting them know that Antigua is open for business. The boat show in Tortola will still take place mid

November and the invitations will be coming out shortly. They expect about 34 yachts on show out of 70. St. Thomas confirmed that 90% of their fleet will be coming to the show. St. Bart's put out a notice indicating that they will be welcoming tourists as of November 1. There is an expectation that the rebuild efforts in the Northern islands will mean the southern islands will be included in more itineraries until the Northern Islands are fully ready for business. She said that we have a duty to promote our sister islands. Many boats are coming with relief supplies for the region.

4. Report on the Monaco Yacht Show– Ann Marie-Martin said that Antigua will be a gateway for yachting in the upcoming season. At the Monaco Yacht Show most persons thought that the Caribbean had been destroyed and that the shows would not take place. She said that Antigua had a great team at the show who let everyone know that the ACYM would definitely be taking place this year. She said that many people wanted to know if Antigua would be able to do the provisioning since St. Martin is not in a position to do so this season.

There will be duty free status for the provisioning for the upcoming season. She says that although we have been getting the word out that Antigua is open for business many people still didn't know what was happening here with respect to the effects of the storm. She said that we need to get the industry partners together and get some facts out so that people know for sure that the ACYM and all events will be taking place this year.

She said that she was looking at having representation at the Ft. Lauderdale Boat Show. She spoke of the various charities for the Caribbean to assist with perishables etc. A partnership with Sea Mercy has been established and they are looking at purchasing a landing craft to take building material over to Barbuda to assist in the rebuilding effort.

She said that security must be a priority in the area and also to deal with the extra traffic that we will be getting due to the damage in some of the destinations. Complaints expressed to the team while at the MYS included:

- a) internet access
- b) high prices of food, restaurants and hotels
- c) Quality of work last season (she asked that the day workers union to look into this issue for this upcoming season.)

She confirmed that both English Harbour and Falmouth Harbour have been declared as duty free. There are a number of satellite companies that were in St. Martin and the BVI that want to set up in Antigua, she asked the ABMA to put this on their agenda. She said that we need to make sure that we will be able to manage the influx of yachts coming to Antigua this season.

Nick Line reiterated the fact that owners of boats do not realize that Antigua is fine and open for business. He said that he has been promoting Antigua and our sister islands. He also said that we have a chance to change the perception of Antigua being a difficult destination to bring a large yacht into. We have a chance to shine as a nation and as a yachting industry if it is done right.

He told the meeting that Va Bene is in Palma waiting on a weather window to bring relief supplies to Dominica and if there is anyone who wants to send anything to family in Dominica he would be happy to take it. He too will be attending the Ft. Lauderdale boat show and will do the rounds and promote Antigua and the other Caribbean islands.

5. PR – Alison reported that Antigua Yacht Club Marina is currently expecting the same amount of boats as usual and Falmouth Harbour Marina is already heavily booked. She said that Sunsail in BVI managed to save 70 boats from 350. St. Maarten lost all the boats of 55, Dream Yacht Charters and Horizon Yacht Charters are still assessing. All racing events have put out press releases to say that their events are still on. She spoke about the Press Story Leads document to update the press on what is happening in the industry. She said that she would send the document out to everyone and welcomed feedback. She reported that RORC has confirmed all boats still appear to be keeping with their plans to come.
6. Canter reported that a meeting to focus on customs was being organized next Thursday at 9am with Immigration, Customs and the brokers and the agents. He invited interested parties to attend.
7. Power Boat Race – Mr. Duffy reported on the Iconic Power Boat Championships. He and Tanny Rose Jr. have had several meetings with them and Cabinet has given its approval and just needs to be ratified. The event is scheduled to take place March 12 – 22, 2018. He spoke with them on Monday and they confirmed that they will still be coming next year. The races will involve several categories of water craft from large power boats down to jet skis. The boats will be on display with a view to involving the entire island. The Iconic team have indicated that they can't do the press releases until Cabinet has signed the contract.

Tanny explained the process of having the contract signed, he indicated that the delay was due to the passage of Irma. After the due diligence was done by Legal Affairs the Government wrote them a commitment letter which is what they have been using until they get the signed contract.

8. Cruisers - Several questions were asked - Are dinghies allowed to tie up at the Covent Garden dock now? Are there any recommendations about improving the road in English Harbour? The question was asked about the possibility of speed bumps? It was mentioned that the bathroom facilities have to be improved.

9. The issue of the Transatlantic Rowing Race in January 2018 was raised and the general consensus was that it is going to be an excellent opportunity for Antigua. Alison said that this was included in the Press Leads document. Tanny confirmed that cruise ships are coming to Antigua and that there will be times when there are 6 or 7 ships in at the same time and the Government may have to close off town and ask people to park at the multi-purpose centre. He said that on Boxing Day 2 cruise ships are scheduled to call. Franklin said that additional ships and yachts might mean an inconvenience with respect to traffic and facilities but it is a tremendous opportunity for Antigua.
10. Geoffrey Pidduck congratulated the Chairman for an excellent meeting. He reiterated what others had said about the recovery of the other destinations after the passage of the storms. He welcomed the new members of the ABMA present. He thanked everyone for the work that was done.
11. ABSAR Update – Pete Anthony reported that ABSAR continues to work alongside the international organizations to organize relief efforts. He said that \$162,000 USD for the Barbuda fund and an additional 30,000 through the go fund website had been raised. The main priorities were to establish communications which was done – a repeater was put on the island and two sat phones were loaned to the police (this was done in coordination with Cisco Systems.) A tent was put up in Codrington for persons who are working in the rebuilding effort. He reported on his trips to Dominica – his boat had gone down a couple of times with water and food. The first trip was to Portsmouth the second trip was to Rousseau and delivered individual packages to specific persons, they also took a large donation from the Seventh Day Adventist Church along with other donations. He said that he didn't experience any looting and that the trip had been peaceful. After leaving Rousseau they then moved onto the Deep Water Harbour to continue off-loading. He said that there were quite a lot of yachts coming in with supplies. Ann Marie spoke of pooling our resources and lending assistance as one unified yachting community. Alison said that another meeting should be scheduled to discuss this initiative.
12. Nick asked Randy Baltimore, Supervisor of Customs for English Harbour and the Dockyard, whether there were any procedures in place to facilitate yachts calling at Antigua with relief supplies for Barbuda? Randy said that the Customs Division try to facilitate vessels bringing in relief supplies once it has been verified that they are indeed bringing in relief supplies. It was noted that all relief for Dominica must go through the centralized Government disaster coordinator in Dominica. He also said that the various Ministries are dealing with the facilitation of donations of various items such as medication, clothing etc. He noted that any person that has been rescued from Dominica and comes in on a boat to Antigua has to come through Heritage Quay to be processed. It was decided that NODS would be invited to the meeting where this is discussed.

13. Adjournment

The President adjourned the meeting at 6:45pm.